

Headquarters U. S. Air Force

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c e***

Acquisition Strategy Panel



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Overview

■ **Two-phased ASP process**

■ **Phase One: Chaired by PEO**

- **Looks at the overall program. Ensures the legal, technical and contractual issues have all been properly addressed**
- **Membership includes SAE Panel - optional Senior Center Staff**

■ **Phase Two: Chaired by SAE**

- **Review the overarching program, ensures the political, technical, and programmatic issues have been addressed**

Chairmanship may be delegated by SAE on a case-by-case basis



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ASP Overarching Theme

- **Knows the challenge**
- **Path to meet the challenge**
- **Measures of success**
- **Contractor incentives**
- **Shared accountability: PM and Contractor**

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Phase II Template



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PEO

SPD

Office / Phone



Phase II Overview

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- **Purpose**
- **Program Overview**
- **Capability Required**
 - **Collaborative Requirements**
 - **Expectations Management**
- **Program Funding**
- **Challenges**
- **Mitigation Strategy**
 - **Acquisition/Business Strategy**
 - **Contractor Incentives**
 - **Robust Systems Engineering**
 - **Technology Transition**
 - **Test Strategy—Seamless Verification**
 - **Support Strategy—Performance Based Logistics**
- **Schedule to Contract Award**
- **Other Topics/Issues**
- **SPD/PEO: “What Worries Me”**
- **Commitment**

Integrity - Service - Excellence



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Purpose

- **Explain Acquisition Strategy**
- **Watch Areas**
- **Approve Delegations/Tailoring**
- **Approve way-ahead**



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Phase II Topic Program Overview

- **Provide an event driven milestones chart**
 - **Include major milestones (Decision Points)**
 - **Identify OSD involvement**
- **Diagram**
- **Identify linkage to other programs**
 - **Milestone slip**
 - **Test delays**



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Phase II Topic Collaborative Requirements

- **Discuss the capability required.**
 - Macro level - ICD, CDD, CPD signed/dated
 - Critical capability highlights
- **Explain how you know that this is realistically achievable under the time and funding provided.**
- **Discuss what collaboration has been accomplished in developing these capabilities.**
- **How has industry been involved?**
- **What are your plans for future capabilities?**
 - ICD—CDD
 - CDD—CDD (next Increment)
 - CDD-CPD



Phase II Topic

Expectation Management

- **Explain your signed Expectation Management Agreement (EMA)**
 - **EMD date**
 - **Demonstrate (money=content=schedule)**
 - **Include the “nice to haves”**
- **What change process is in place?**
 - **Who authorizes changes?**
 - **Update w/ PMD 45 days after President’s Budget submission**
 - **Update out of cycle with major perturbations**
- **If you do not have an EMA, explain your plan to get one including any potential obstacles**



Phase II Topic Program Funding

- **Identify your cost estimate**
- **Provide an overall funding chart**
 - **Required by FY/color**
 - **Actual by FY/color**
- **Identify if this is a Program Office or Service Cost Estimate**
- **Address any OSD CAIG issues that may exist (ICE/EA)**
- **Specifically address funding shortfalls**
 - **Explain your budget plans**
 - **RDT&E plan for executing obligation and expenditure**
 - **Explain your fall back or work around plan to continue performance (EMA)**
 - **Explain what MAJCOM commitment exists to cover shortfall as applicable (EMA)**



Phase II ASP Challenges

- **What is the technical maturity level of your system? Is this an appropriate level for the proposed strategy (i.e. Spiral Development)**
- **Describe your top technical challenges**
 - **What are they, why do you think they are the only ones?**
 - **How are you going to address them?**
 - **In the following charts, plan to use various mitigation strategies to address them**
- **Describe your top programmatic challenges**
 - **What are they, why do you think they are the only ones?**
 - **How are you going to address them?**
 - **In the following charts, plan to use various mitigation strategies to address them**



Phase II ASP

Acquisition/Business Strategy

- **Describe your evolutionary approach**
 - **Spiral versus single**
 - **Is the technical maturity level appropriate (refer to tech)?**
 - **How do you know?**
- **Describe/Show your business process for ensuring you provide the needed capabilities**
 - **Single Contract**
 - **Multiple Contracts**
 - **Interrelationships with other Orgs**
 - **Links to Labs, Tech Areas**
- **What types of Contracts are included and why?**
- **How have Small business and Small Disadvantaged business goals been considered?**



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Phase II ASP Contractor Incentives

- **Describe any Award Fee**
 - **How do you know this incentive is adequate to drive behavior?**
 - **Demonstrate focused emphasis on RSE**
 - **What other incentive structure did you consider?**
 - **How much industry involvement was used to assess it?**
 - **How are you tying award fee to specific challenges and delivered capability versus just “effort”**
 - **Incentive Fee**
 - **What type**
 - **Is there adequate funding to cover it?**
 - **Is it based on the MPC?**
 - **How are you going to tie the contractors incentive to program success? Are there negative incentives for overrun?**
 - **How are incentives tied to delivered capability not just effort?**
 - **In what way is the contractor motivated?**
-



Phase II Topic

Robust Systems Engineering (RSE)

- **Explain how RSE is used to drive a design that is flexible, expandable and insensitive to changes**
- **What specific incentives are used in the contract to motivate RSE**
- **Explain how RSE is going to be used to mitigate specific identified challenges**
- **Identify RSE leading indicators included in the contract or how you are going to develop them**
- **How is RSE being evaluated during the source selection and how is it being emphasized?**



Phase II Topic Technology Transition

- **Explain how you have assessed the technology available in development to ensure rapid insertion**
 - **Technology Maturity Level: entire technology aspect**
 - **Fold in to the program—dovetail with contractor efforts**
- **Explain what plans you have for keeping track of new developments within the laboratories/battle labs etc.**
- **Address areas of technology your program is going to support and any MOAs or informal agreements that you have with the AFRL**



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Phase II ASP Test Strategy-Seamless Verification

- **Describe the DT/OT plan, how it compares to the CDD (spiral, traditional, block, etc)**
- **Identify issues regarding availability of test facilities, Systems Integration Labs, Collaborative Development Environments**
- **Have you developed your TEMP?**
 - **Do you have the time, budget, and assets required for test**
 - **Are the Critical Operational issues and Measures of Effectiveness achievable?**
- **Is DOT&E involved? If so, what is their position regarding seamless verification economies**
 - **What specific challenges are addressed through your test strategy?**
 - **How have you incorporated Modeling and Simulation into your strategy and what challenge does this address**



Phase II ASP Support Strategy

- **How will the system be maintained?**
 - **Explain your Source of Repair Assignment Process results**
 - **Explain the impact to 50-50?**
 - **Are you incorporating OSD policy on Performance Based Logistics strategies?**
 - **Cost Benefit Analysis**
 - **Industry feedback/market research**
- **Demonstrate initial support capability - fielding plan**
 - **Are Tech Orders being developed? and when**
 - **Spares being acquired during production?; is funding aligned?**
 - **If not, when is funding available?**
 - **Is there any issue with training? Initial/long term?**



Phase II ASP Schedule to Contract Award

- **Provide a top-level Schedule Chart that shows the major accomplishments required to make an award**
 - **OIPT or ITAB/DAB**
 - **Show specific steps that need to happen**
 - AoA
 - Capabilities Document
 - ISP
 - CARD/ICE—EA w/ ROI
 - TEMP
 - CCA compliance/certification
 - **RFP release**
 - **Source Selection/ Award decisions etc.**



Phase II ASP Other Topics/Issues

- **Clinger Cohen Act Certification progress**
- **OCI**
- **Air Staff Disconnects**
- **OSD Climate**
- **Delegations Requested**
- **Tailoring and Streamlining**
- **Relief or Exemption from
Procedures/Regulations**
- **Others as applicable**



Phase II ASP “What Worries Me”

- **This is an opportunity to communicate internal concerns to the SAE**
- **Discuss any issues that are of a particular concern to the PEO and SPD (examples might be)**
 - **OSD Oversight issues**
 - **Funding instability**
 - **Technical transition issues**
- **Explain how you intend to track these areas specifically and report to the SAE any problems**



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Phase II ASP Commitment

- **How do you want to be measured for success?**
- **How has the contractor been motivated to meet this; how has accountability been factored in for not meeting these commitments?**
- **Overall picture**
 - **What is in and out of your control**
 - **What is in and out of Contractor's control**
 - **Are there any leading indicators that will measure success?**



Phase II ASP Recommendation

- **Approve ASP**
- **Approve applicable delegations**
- **Sign Acquisition Strategy document for MDA approval (changes as appropriate)**
- **Way ahead to OSD OIPT**